

The Face of Global Trade: Lightel Technologies, Inc.

Do you ever sit in front of a digital television or talk on an internet phone and wonder how exactly these high-bandwidth machines work? Lightel Technologies is a pioneer in the fiber-optic technology that makes various broadband photonic equipment function. Lightel, located in Kent, develops and manufactures products to help revolutionize fiber-optic communications. In five short years, Lightel has grown to 50 employees in the Puget Sound region and recently opened an office in Shenzhen, China to better serve its Asian customers. The company supplies numerous products for the telecommunications industry, as well as cable television, the medical industry and under-sea exploration.

International Success

Lightel was established in 1999 and quickly found success on the global playing field, growing to 50 employees by 2001. With sales in markets all over North America, Europe and Asia - including a

strong market presence in Australia, Japan and Israel - Lightel is truly an international success story.

In fact, approximately 35% of Lightel's sales are to international customers, a figure that is likely to grow in the near future.

Why Puget Sound?

Dr. Benson Shen, CEO, states that first and foremost, Lightel is located in Puget Sound because of the high quality of life. The region's natural geography

lends itself to numerous opportunities for adventure and relaxation, which in turn attracts a highly educated workforce. This workforce is well-versed in high tech industries and is quickly able to adapt to new situations and technologies. In addition, Kent's infrastructure includes a strong manufacturing base with space for companies such as Lightel to design, develop and manufacture, while at the same time accommodating sales and administrative offices. And, of course, the ability to move its products quickly and easily to destinations worldwide with two ports and a world class airport give Lightel a further advantage.

As Lightel shows, being competitive in a global economy is a boon to the Puget Sound region. After all, our region is the most trade dependent region in the United States. For us to continue to thrive in the global economy and remain competitive, it is imperative to understand how important it is to have innovative companies like Lightel fuel our economic growth. So the next time you hear the words "international business" and "trade," think about Lightel and the numerous other companies in Puget Sound that make the region a competitive global leader.



Name: Lightel Technologies, Inc.

Location: Kent, King County

International Sales: About 35%

Puget Sound Employees: 50

International Markets: North America, Europe, Asia and Australia, with prominent business in Japan and Israel

Puget Sound Enabler: Quality of life, highly educated workforce, high tech economy. Kent has good facilities and space for manufacturing.